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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

A study of 1983-84 beginning offers/Preliminary Report December 1983

In October, CPC reported in *Recruiting 84* that employers expect to increase hiring in 1983-84. Another encouraging sign in that report was the estimate by 68 percent of the employers that the economic outlook for their organization should improve in the first half of 1984. These projections support the growing optimism concerning the nation's economic comeback. Indications are that the recovery will be alive and well through 1984.

However, this year's college graduates may have to wait a bit longer to reap the benefits that this growing prosperity should bring. Although the data from this early reading indicate that the worst is over, college recruiting is just beginning to shake free from the effects of the recent recession.

At the bachelor's level, the number of offers in this Preliminary Report is just slightly below last year's level. However, this may be the result of the reporting forms arriving later than usual at the participating placement offices, rather than an indication of reduced activity.

Many of the 25 disciplines surveyed at the bachelor's level reported salary averages below those reported in July. Only 11 categories experienced increases, and in most cases, these gains were modest.

Petroleum engineering held on to the top salary spot — $2,447 — despite a 4.7 percent drop in the average monthly salary offer since the year-end report. Chemical engineering gave up its traditional second place position. At $2,132 per month, it came in behind mining, metallurgical, and electrical engineering.

The number of offers reported at the master's level was slightly ahead of last year, but most of the increase was limited to the accounting category. And, as at the bachelor's level, many of the graduate programs reported salary averages below the year-end figures.

The CPC Preliminary Report covers the period from September 1 to December 2. The data include offers extended to students graduating between September 1, 1983, and August 31, 1984. There are 187 placement offices at 162 colleges and universities participating in the *Salary Survey*.

Additional copies of the report can be obtained for $1.00 each.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 187 placement offices at 162 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Formal reports are issued in January, March, and July. A Preliminary Report is issued in December and a Summer Supplement in October.

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AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1983
PRELIMINARY REPORT - 9/1/83 to 12/2/83

Bachelor's Degree Candidates
(Data Combined for Men and Women)

By Curriculum for All Types of Employers	Number of Offers Preliminary 1983	Number of Offers Preliminary 1982	Average Dollar Offers Preliminary 1983	Average Dollar Offers Preliminary 1982	Average Dollar Offers July 1983	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
BUSINESS									
Accounting	445	490	$1,607	$1,541	$1,565	2.7%	$1,833	$1,583	$1,375
Business-General (incl. Management)	241	268	1,465	1,461	1,486	-1.4	1,800	1,500	1,100
Marketing & Distribution	106	100	1,476	1,348	1,411	4.6	1,920	1,458	1,066
HUMANITIES & SOCIAL SCIENCES									
Humanities	59	69	1,368	1,194	1,380	-0.9	1,900	1,300	900
Economics[1]	16	12	1,280	1,276	1,590	-19.5	*	*	*
Other Social Sciences	82	148	1,332	1,202	1,320	0.9	1,800	1,259	1,000
ENGINEERING									
Aeronautical	24	33	2,055	1,908	2,004	2.5	2,320	2,092	1,542
Chemical	74	79	2,132	2,251	2,228	-4.3	2,425	2,213	1,700
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	65	72	1,976	1,805	1,869	5.7	2,300	2,000	1,500
Electrical (incl. Computer Engrg.)	527	428	2,148	2,054	2,128	0.9	2,334	2,200	1,800
Geological	3	5	1,948	2,117	2,089	-6.8	*	*	*
Industrial	28	58	2,096	2,010	2,048	2.3	2,300	2,092	1,833
Mechanical	210	225	2,094	2,047	2,096	-0.1	2,350	2,167	1,750
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	17	12	2,161	2,145	2,146	0.7	*	*	*
Mining	5	6	2,325	2,179	2,041	13.9	*	*	*
Nuclear (incl. Engrg. Physics)	+	6	+	2,123	2,078	+	*	*	*
Petroleum	24	17	2,447	2,607	2,568	-4.7	2,750	2,525	1,667
Engineering Technology	94	76	2,063	1,962	2,006	2.8	2,270	2,100	1,833
SCIENCES									
Agricultural Sciences	17	39	1,500	1,342	1,375	9.1	*	*	*
Biological Sciences	9	26	1,244	1,338	1,419	-12.3	*	*	*
Chemistry	5	13	1,587	1,695	1,712	-7.3	*	*	*
Computer Science	137	157	1,898	1,864	1,941	-2.2	2,200	1,950	1,417
Health (Medical) Professions	54	15	1,308	1,299	1,584	-17.4	1,700	1,300	1,000
Mathematics	12	18	1,673	1,601	1,799	-7.0	*	*	*
Other Physical & Earth Sciences	13	14	1,523	1,825	1,746	-12.8	*	*	*
Totals	2,267	2,386							

[1]Includes economics programs with both business and social science orientation.
*Not computed for fewer than 20 offers.
+No offers reported.

AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1983
PRELIMINARY REPORT - 9/1/83 to 12/2/83

Bachelor's Degree Candidates
(Data Combined for Men and Women)

Functional Area for All Types of Employers	Number of Offers Preliminary 1983	Number of Offers Preliminary 1982	Average Dollar Offers Preliminary 1983	Average Dollar Offers Preliminary 1982	Average Dollar Offers July 1983	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
Accounting/Auditing	446	502	$1,605	$1,537	$1,565	2.6%	$1,833	$1,583	$1,380
Business Administration	119	168	1,470	1,492	1,464	0.4	1,900	1,500	1,000
Communications	36	30	1,472	1,211	1,498	-1.7	2,000	1,342	1,000
Community & Service Orgs. Work	33	41	1,350	1,191	1,175	14.9	1,900	1,250	1,000
EDP-Programming/Systems	145	162	1,907	1,869	1,943	-1.9	2,200	1,950	1,421
Engineering	927	933	2,130	2,050	2,115	0.7	2,359	2,183	1,794
Farm & Natural Resources Management	8	10	1,412	1,269	1,326	6.5	*	*	*
Finance & Economics	78	75	1,444	1,361	1,563	-7.6	1,800	1,441	1,000
Health (Medical) Services	58	33	1,331	1,237	1,530	-13.0	1,795	1,351	1,000
Manufacturing &/or Industrial Operations	103	80	1,990	1,865	1,924	3.4	2,300	2,080	1,416
Mathematics/Statistics	12	13	1,639	1,458	1,734	-5.5	*	*	*
Merchandising/Sales Promotion	101	112	1,371	1,278	1,318	4.0	1,700	1,333	1,100
Personnel/Employee Relations	15	14	1,220	1,340	1,375	-11.3	*	*	*
Research--Non-Scientific	12	11	1,590	1,380	1,649	-3.6	*	*	*
Research--Scientific	43	49	1,836	1,709	1,805	1.7	2,250	1,800	1,215
Rotational Training--Non-Technical	24	44	1,407	1,307	1,397	0.7	1,800	1,333	1,000
Rotational Training--Technical	20	15	1,972	1,605	1,900	3.8	2,400	1,886	1,400
Sales--Non-Technical Degree	79	86	1,460	1,312	1,464	-0.3	1,800	1,500	1,000
Sales--Technical/Scientific Degree	8	8	1,874	1,782	1,880	-0.3	*	*	*
Totals	2,267	2,386							

*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1983
PRELIMINARY REPORT - 9/1/83 to 12/2/83
(Data Combined for Men and Women)

Master's Degree Candidates
Inexperienced (One year or less
of full-time, non-military employment)

Graduate Program	Number of Offers Preliminary 1983	Number of Offers Preliminary 1982	Average Dollar Offers Preliminary 1983	Average Dollar Offers Preliminary 1982	Average Dollar Offers July 1983	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
BUSINESS									
Accounting	71	29	$1,884	$1,882	$1,891	-0.4%	$2,166	$1,875	$1,666
MBA--Non-Technical Undergraduate	75	75	1,954	1,872	2,215	-11.8	2,500	1,960	1,500
MBA--Technical Undergraduate	13	13	2,151	2,148	2,524	-14.8	*	*	*
MS-Business (incl. Management, Marketing, Finance, etc.)	13	18	2,023	2,147	2,122	-4.7	*	*	*
Industrial Management (incl. Industrial Administration)	3	1	1,792	1,900	2,196	-18.4	*	*	*
Administration (incl. Public, Hospital, etc.)	7	21	1,686	1,970	1,868	-9.7	*	*	*
HUMANITIES & SOCIAL SCIENCES									
Humanities	6	10	1,492	1,693	1,617	-7.7	*	*	*
Social Sciences	11	24	1,797	1,521	1,606	11.9	*	*	*
ENGINEERING									
Chemical	11	5	2,381	2,325	2,404	-1.0	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	18	7	2,194	2,180	2,260	-2.9	*	*	*
Electrical (incl. Computer Engrg.)	35	21	2,470	2,332	2,461	0.4	2,800	2,460	2,083
Industrial	5	6	2,543	2,198	2,291	11.0	*	*	*
Mechanical	24	16	2,455	2,351	2,400	2.3	2,600	2,473	2,200
Nuclear (incl. Engrg. Physics)	1	3	2,400	1,983	2,386	0.6	*	*	*
SCIENCES									
Chemistry	2	3	1,958	2,167	2,203	-11.1	*	*	*
Computer Science	14	16	2,440	2,323	2,359	3.4	*	*	*
Geology & Related Geological Sciences	6	10	2,338	2,514	2,472	-5.4	*	*	*
Mathematics	1	2	2,100	1,765	2,124	-1.1	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Science, & Ceramics)	4	1	2,490	2,567	2,417	3.0	*	*	*
Totals	320	281							

*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1983
PRELIMINARY REPORT - 9/1/83 to 12/2/83
(Data Combined for Men and Women)

Master's Degree Candidates
Experienced[1]

Graduate Program	Number of Offers Preliminary 1983	Number of Offers Preliminary 1982	Average Dollar Offers Preliminary 1983	Average Dollar Offers Preliminary 1982	Average Dollar Offers July 1983	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
Over 1 to 2 years									
MBA--Non-Technical Undergraduate	13	5	$2,130	$1,933	$2,484	-14.3%	*	*	*
MBA--Technical Undergraduate	2	2	2,125	2,500	2,722	-21.9	*	*	*
Over 2 to 4 years									
MBA--Non-Technical Undergraduate	1	2	2,500	1,665	2,632	-5.0	*	*	*
MBA--Technical Undergraduate	+	2	+	2,500	2,780	+	*	*	*
Over 4 years									
MBA--Non-Technical Undergraduate	10	3	2,309	2,388	2,672	-13.6	*	*	*
MBA--Technical Undergraduate	+	+	+	+	2,800	+	*	*	*
Totals	26	14							

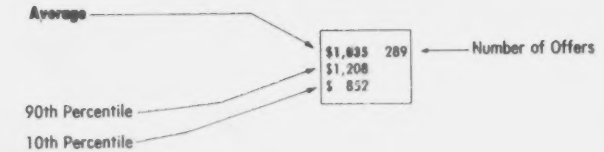
DOCTORAL DEGREE CANDIDATES

ENGINEERING									
Chemical	3	2	$3,267	$3,230	$3,130	4.4%	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	1	+	2,140	2,936	+	*	*	*
Electrical (incl. Computer Engrg.)	5	13	3,228	3,001	3,200	0.9	*	*	*
Mechanical	+	3	+	3,239	3,150	+	*	*	*
SCIENCES									
Chemistry	14	12	2,857	2,485	2,694	6.1	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	3	1	3,444	2,925	2,585	33.2	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Science, & Ceramics)	+	2	+	3,042	3,072	+	*	*	*
Physics	8	10	2,935	2,834	2,903	1.1	*	*	*
Totals	33	44							

[1]Years of previous full-time, non-military employment.
*Not computed for fewer than 20 offers.
+No offers reported.

Monthly beginning salary offers to all candidates by curriculum and employer

Preliminary Report ■ December 1983 ■ Data combined for men and women*



The 90th percentile is that salary offer above which 10 percent of the offers are located. The 10th percentile is that salary offer below which 10 percent of the offers are located. Not computed for fewer than 20 offers.

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL												GOV'T ■ NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local / State	Non-Profit Orgs. & Educational Institutions
BACHELOR'S DEGREE																		
NON-TECHNICAL: Accounting	$1,621 374 $1,833 $1,450	$1,213 8	$1,591 14	$1,617 4	$1,525 1	$1,550 1	$1,475 4	$1,863 2	$1,582 4		$1,217 2	$1,767 8			$1,651 8	$1,480 8	$1,448 2	$1,323 5
NON-TECHNICAL: Business—General (incl. Mgmt.)	$1,681 6	$1,381 56 $1,791 $1,000	$1,352 78 $1,667 $1,000	$1,570 29 $2,050 $1,250	$2,083 1	$1,509 7	$1,481 3	$1,550 7	$1,523 13	$1,713 7	$1,850 1	$1,807 6	$1,630 13		$1,550 6	$1,608 4	$1,400 2	$1,204 2
NON-TECHNICAL: Marketing & Distribution		$1,217 5	$1,479 59 $1,900 $1,080	$1,461 6	$ 958 2	$1,631 4	$1,775 2	$1,861 3	$1,540 12	$1,485 4		$1,578 2	$1,083 1		$1,639 3		$ 917 2	$1,417 1
NON-TECHNICAL: Humanities		$1,472 6	$1,262 17	$1,580 3		$1,250 2	$2,015 2	$1,750 1	$1,458 1		$1,542 1		$1,000 2		$1,200 2	$1,470 7	$1,510 6	$1,184 9
NON-TECHNICAL: Economics	$1,625 1	$1,030 6	$1,025 2	$1,200 1		$1,000 1	$1,663 2		$1,750 1				$1,600 1		$1,750 1			
NON-TECHNICAL: Other Social Sciences		$1,433 6	$1,324 27 $2,000 $1,000	$1,633 6			$1,250 1	$1,292 2			$2,000 1		$1,400 1		$1,558 3	$1,330 7	$1,301 8	$1,173 20 $1,400 $1,000
MASTER'S DEGREE — INEXPERIENCED																		
MBA—Non-Technical Undergraduate Degree	$1,930 21 $2,100 $1,750	$2,015 20 $2,500 $1,515	$1,647 13	$2,375 3			$2,206 4	$1,335 1	$2,453 3			$2,230 2	$1,750 1		$1,960 1	$1,761 3	$1,665 1	$2,250 2
MBA—Technical Undergraduate Degree		$2,042 4		$2,119 4	$1,750 1		$2,850 1			$2,500 1	$1,917 1				$2,300 1			
BACHELOR'S SUMMARY																		
Non-Technical Curricula	$1,622 381 $1,833 $1,450	$1,342 87 $1,750 $1,000	$1,392 197 $1,900 $1,000	$1,561 49 $1,900 $1,200	$1,381 4	$1,476 15	$1,607 14	$1,633 15	$1,547 31 $1,833 $1,117	$1,630 11	$1,565 5	$1,758 16	$1,515 18		$1,576 23 $1,900 $1,250	$1,457 26 $1,900 $1,125	$1,350 20 $1,600 $1,000	$1,384 37 $1,580 $ 886
Technical Curricula	$1,710 9	$1,597 9	$1,514 25 $2,338 $1,000	$2,156 589 $2,300 $1,960	$2,158 49 $2,383 $1,750	$1,964 23 $2,333 $1,500	$2,107 51 $2,425 $1,500	$2,167 98 $2,350 $1,950	$1,967 21 $2,250 $1,500	$1,831 7	$2,149 22 $2,495 $1,700	$2,330 58 $2,750 $1,950	$2,002 51 $2,375 $1,410	$1,940 2	$2,127 102 $2,400 $1,850	$1,668 135 $2,000 $1,380	$1,765 13	$1,339 54 $1,800 $1,000

*Data in block tables are for period 9/1/83 through 12/2/83

Bachelor's Degree

TECHNICAL

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL												GOV'T ■ NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local / State	Non-Profit Orgs. & Educational Institutions
Aeronautical Engineering				$2,174 15			$2,000 1						$2,400 1			$1,759 7		
Chemical Engineering				$2,039 14	$2,140 4	$2,300 1	$2,238 27 $2,425 $1,792	$2,259 3	$2,146 2	$2,067 2	$2,025 3	$2,288 6	$1,906 3	$2,230 1	$2,128 5	$1,441 3		
Civil Engineering (incl. Construction, Sanitary, & Transportation Engrg.)			$ 900 1	$2,277 7	$2,350 1	$1,931 5							$2,025 21 $2,175 $1,750		$2,146 10	$1,794 9	$1,770 11	
Electrical Engineering (incl. Computer Engrg.)	$1,792 1		$2,363 3	$2,193 322 $2,318 $2,040	$2,305 11	$2,333 1	$2,068 7	$2,207 64 $2,335 $2,067	$2,300 1		$2,231 2	$2,240 5	$2,269 8		$2,240 41 $2,526 $2,083	$1,715 59 $2,000 $1,449		$2,283 2
Geological Engineering	$1,120 1											$2,363 2						
Industrial Engineering	$1,750 2			$2,119 10	$2,055 6	$1,900 1	$2,240 3	$2,100 2	$2,083 2	$1,975 1			$2,708 1					
Mechanical Engineering				$2,161 95 $2,300 $2,050	$2,154 17	$1,978 6	$2,218 3	$2,273 10	$2,173 6	$2,096 2	$2,328 3	$2,304 11	$2,198 3		$2,180 25 $2,400 $2,080	$1,587 29 $2,000 $1,114		
Metallurgical Engineering (incl. Metallurgy & Ceramic Engrg.)				$2,192 4	$2,151 6		$2,125 2				$2,164 5							
Mining Engineering											$2,700 2	$2,362 2					$1,500 1	
Nuclear Engineering (incl. Engrg. Physics)																		
Petroleum Engineering	$1,667 1											$2,527 22 $2,750 $2,053				$1,467 1		
Engineering Technology			$1,417 2	$2,126 58 $2,270 $1,900	$1,875 1	$1,850 5	$2,500 1	$2,044 11	$2,083 1		$2,089 3		$2,166 1		$1,850 4	$2,134 5		$1,563 2
Agricultural Sciences		$1,475 2	$1,510 3			$1,500 1	$1,145 2		$1,750 5	$1,350 1			$1,363 2			$1,400 1		
Biological Sciences			$1,000 1		$1,667 1								$1,167 1		$1,360 1			$1,201 5
Chemistry				$1,750 1			$1,563 2		$1,210 1		$1,850 1							
Computer Science	$1,827 4	$1,605 6	$1,661 6	$2,019 57 $2,231 $1,800	$2,150 1	$2,122 3	$1,666 3	$1,985 6	$1,824 3	$1,166 1	$1,809 3	$1,986 10	$2,117 5	$1,650 1	$2,036 11	$1,547 11	$1,974 1	$1,430 5
Health (Medical) Professions			$1,270 8					$ 938 1					$1,300 1		$1,480 5	$1,230 1		$1,305 38 $1,795 $1,000
Mathematics		$1,791 1	$1,386 1	$1,949 3	$1,917 1			$2,083 1					$1,835 1			$1,380 3		$1,883 1
Other Physical & Earth Sciences				$1,821 3									$1,411 3			$1,550 6		$ 772 1

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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

A study of 1983-1984 beginning offers / Formal Report No. 1, January 1984

1984. Perhaps the most anticipated date in recent history. Since the middle of this century, it has loomed in our imagination as a nightmare of what life could become.

But despite the bleak possibilities Orwell described, 1984 holds a lot of promise—particularly in terms of the economy. Predictions for this year are that economic recovery will continue, profits of American companies will rise, personal income will increase, and unemployment will recede. Certainly this picture is much brighter than that of a year ago.

The economic recovery appears to be expanding the job market for college graduates. This January report shows that the number of reported job offers increased from this time last year by 28 percent. All three business disciplines reported substantially more offers than last year, as did electrical and mechanical engineering and computer science.

However, starting salaries have not risen significantly since the year-end report in July. While salary averages increased slightly in 18 categories, they actually dropped in seven others.

The business disciplines each reported higher salary averages, with increases ranging from less than 1 percent to 3.6 percent. Eight engineering disciplines also reported salary increases, which ranged from 1 percent to slightly more than 4 percent.

Petroleum engineering maintained its top salary position with an average of $2,502 per month, although this figure is 2.6 percent below the July figure of $2,568. Chemical engineering regained its second-place position with a monthly average of $2,215. In the December Preliminary Report, chemical engineering was in fifth place with an average salary of $2,132 per month.

The number of offers at the master's level compared with January 1983, is up. The increased activity was concentrated in the accounting and MBA/non-technical programs.

Repeating the pattern observed at the bachelor's level, starting salary averages in a number of graduate programs were below the closing offers in the July survey. Those categories reporting increases were generally held to gains of only 1 percent to 3 percent above July.

The January report covers the period from September 1, 1983, through January 6, 1984. The data include offers made to students graduating between September 1, 1983, and August 31, 1984. The 187 placement offices at the 162 participating colleges and universities reported 6,929 bachelor's offers, 922 offers to inexperienced and 120 offers to experienced master's degree candidates and 71 doctoral offers.

Additional copies of this report may be obtained for 75 cents each.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 187 placement offices at 162 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Formal reports are issued in January, March, and July. A Preliminary Report is issued in December and a Summer Supplement in October.

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AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

By Curriculum For All Types of Employers	Number of Offers		Average $ Offers		Percent Change in $ Offers from July 1983	Percentiles		
	January 1984	January 1983	January 1984	July 1983		90th	50th	10th
Business								
Accounting	1,570	1,362	$1,616	$1,565	3.3%	$1,833	$1,600	$1,425
Business—General (incl. Mgmt.)	808	549	1,496	1,486	0.7	1,927	1,459	1,125
Marketing & Distribution	381	249	1,462	1,411	3.6	1,800	1,417	1,117
Humanities and Social Sciences								
Humanities	91	97	1,374	1,380	– 0.4	1,840	1,350	900
Economics[1]	54	26	1,387	1,590	–12.8	1,750	1,336	1,000
Other Social Sciences	165	183	1,321	1,320	0.1	1,800	1,268	1,000
Engineering								
Aeronautical	76	62	2,092	2,004	4.4	2,320	2,130	1,750
Chemical	198	175	2,215	2,228	– 0.6	2,425	2,280	1,800
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	208	133	1,918	1,869	2.6	2,316	1,869	1,500
Electrical (incl. Computer Engrg.)	1,460	1,059	2,155	2,128	1.3	2,350	2,200	1,800
Geological	10	10	2,046	2,089	– 2.1	*	*	*
Industrial	142	155	2,084	2,048	1.8	2,322	2,100	1,794
Mechanical	693	556	2,140	2,096	2.1	2,358	2,175	1,850
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	40	26	2,170	2,146	1.1	2,400	2,225	1,977
Mining	15	9	1,887	2,041	– 7.6	*	*	*
Nuclear (incl. Engrg. Physics)	14	15	2,168	2,078	4.3	*	*	*
Petroleum	87	56	2,502	2,568	– 2.6	2,850	2,600	1,950
Engineering Technology	185	125	2,056	2,006	2.5	2,290	2,083	1,798
Sciences								
Agricultural Sciences	55	55	1,472	1,375	7.1	1,800	1,460	1,125
Biological Sciences	17	36	1,448	1,419	2.0	*	*	*
Chemistry	25	21	1,781	1,712	4.0	2,167	1,757	1,263
Computer Science	482	351	1,979	1,941	2.0	2,251	2,000	1,600
Health (Medical) Professions	65	30	1,347	1,584	–15.0	1,800	1,300	1,000
Mathematics	41	34	1,859	1,799	3.3	2,166	1,966	1,380
Other Physical & Earth Sciences	47	22	1,775	1,746	1.7	2,350	1,881	1,000
	6,929	5,396						

[1]Includes economics programs with both business and social science orientation.

*Not computed for fewer than 20 offers.

Participating Placement Offices

Akron
Alabama A & M
Arizona
Arizona State
Arkansas-Fayetteville
Auburn
Baylor
Bentley
Boston
Brigham Young
Brown
Bucknell
Calif. Inst. Tech
California
—Berkeley
—Los Angeles
Calif. Poly State-San Luis Obispo
California State
—Chico
—Fresno
—Long Beach
—Sacramento
Calif. State Poly Pomona
Carnegie-Mellon
Case Western Reserve
Cedar Crest
Chicago Grad Sch. of Bus.
City Univ. NY
—Bernard M. Baruch College
—City College
—Hunter College
Clemson
Cleveland State
Colorado
Colorado Mines
Colorado State
Columbia
Columbia Grad Sch. of Bus.
Connecticut
Cornell
Dartmouth
Delaware
Delaware State
Denver
Detroit
Duke
Duke - Fuqua Sch. of Bus.
Fairleigh Dickinson-Teaneck
Florida A & M
George Washington
Georgia
Georgia Tech
Grambling State
Grove City
Houston
IIT (Ill. Inst. Tech.)
Illinois at Chicago
Illinois - Urbana
—Engineering
—Commerce, Business
Indiana
IUP - Indiana, PA
Iowa
Iowa State
—Engineering
—Science, Humanities
Jackson State
Kansas
—Arts
—Business
—Engineering
Kansas State
Kentucky
Lafayette
Lamar
Lehigh
Lincoln (PA)
Louisiana Tech
Maine-Orono
Mary Washington
MIT (Mass. Inst. Tech.)
MIT - Sloan Management
Mass. - Amherst
Memphis State
Michigan
—Ann Arbor Engineering
—Ann Arbor Grad Sch. of Bus.
—Dearborn
Michigan State
Michigan Tech
Minnesota - Sch. of Management
Mississippi
Mississippi State
Missouri
—Columbia Engineering
—Kansas City
—Rolla
—St. Louis
Montana
Montana State
Morgan State
Mount Holyoke
Nebraska-Lincoln
Nevada-Reno
New Jersey Tech
New Mexico
New Mexico State
NYU Grad Sch. of Bus.
North Carolina
—Chapel Hill
—Greensboro
North Carolina A & T State
North Dakota
North Texas State
Northern Arizona
Northwestern
Northwestern
—Kellogg Grad Sch.
Ohio
Ohio State
—Administrative
—Arts
—Engineering
Oklahoma
Oklahoma State
Oklahoma State
—Agriculture
—Engineering
Oregon
Oregon State
Penn
Penn - Wharton Grad Sch.
Penn State
Penn State
—Capitol Campus
Pittsburgh
Polytechnic Institute of NY
Portland
Prairie View A & M
Princeton
Purdue
Rensselaer
Rhode Island
Rochester
Rochester - Grad Sch. of Mgmt.
Rutgers
—Camden Arts, Science
—New Brunswick
San Diego State
San Jose State
Smith
South Carolina State
South Dakota Mines
South Florida
Southern California
Southern Calif. - Grad Bus.
Southern Illinois
—Carbondale
—Edwardsville
Southern Methodist
Southern Univ. - Baton Rouge
Stanford
Stanford Grad Sch. of Bus.
SUNY Buffalo
Temple
Tennessee Knoxville
Tennessee State
Texas A & I
Texas A & M
Texas Tech
Texas
—Arlington
—Austin Bus. Admin.
—Austin Engineering
—El Paso
Toledo
Tulane
Union
Utah
Utah State
Vanderbilt
Vanderbilt - Owen Grad Sch.
Vassar
Villanova
Virginia
Virginia - Colgate Darden
Virginia State
Virginia Tech
Wake Forest
Wake Forest - Babcock Grad Sch.
Washington
Washington State
Wayne State
West Virginia
Williams
Wisconsin - Madison
—Agriculture
—Arts
—Business
—Engineering
Worcester Poly
Yale
Yale - Org. & Mgmt.

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

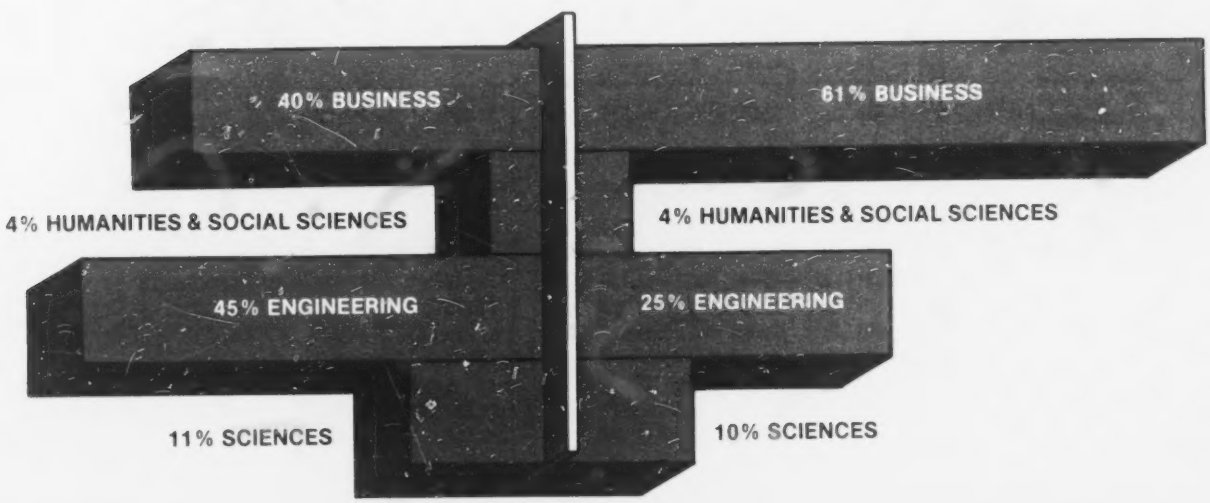
By Functional Area For All Types of Employers	Number of Offers		Average $ Offers		Percent Change in $ Offers from July 1983	Percentiles		
	January 1984	January 1983	January 1984	July 1983		90th	50th	10th
Accounting/Auditing	1,555	1,384	$1,613	$1,565	3.1%	$1,825	$1,600	$1,420
Business Administration	369	302	1,496	1,464	2.2	1,980	1,458	1,083
Communications	46	35	1,485	1,498	– 0.9	2,167	1,317	1000
Community & Service Orgs. Work	46	49	1,392	1,175	18.5	1,900	1,284	1000
EDP-Programming/Systems	543	382	1,973	1,945	1.5	2,250	2,000	1,600
Engineering	2,843	2,223	2,140	2,115	1.2	2,375	2,183	1,794
Farm & Natural Resources Mgmt.	15	11	1,348	1,326	1.7	*	*	*
Finance & Economics	201	138	1,520	1,563	– 2.8	1,916	1,500	1,120
Health (Medical) Services	75	47	1,353	1,530	–11.6	1,850	1,350	1,000
Manufacturing &/or Industrial Opns.	196	127	2,011	1,924	4.5	2,400	2,068	1,500
Mathematics/Statistics	37	24	1,795	1,734	3.5	2,141	1,875	1,380
Merchandising/Sales Promotion	332	241	1,384	1,318	5.0	1,700	1,333	1,050
Personnel/Employee Relations	34	23	1,377	1,375	0.2	1,870	1,275	875
Research—Non-Scientific	30	20	1,578	1,649	– 4.3	2,255	1,479	1,000
Research—Scientific	109	82	1,925	1,805	6.7	2,375	2,005	1,300
Rotational Training—Non-Technical	131	77	1,379	1,397	– 1.3	1,675	1,325	1,100
Rotational Training—Technical	54	28	2,055	1,900	8.2	2,400	2,092	1,500
Sales—Non-Technical Degree	286	177	1,466	1,464	0.1	1,760	1,500	1,083
Sales—Tech./Scientific Degree	27	26	1,748	1,880	– 7.0	2,300	1,825	1,125
	6,929	5,396						

*Not computed for fewer than 20 offers

PROPORTION OF OFFERS BY CURRICULAR AREA

Bachelor's Degree Candidates

Total Offers = 6,929



Master's Degree Candidates

(Inexperienced)

Total Offers = 922